



Syllabus

«Intercultural communications»

Higher education degree - bachelor
Field of knowledge - 29 International relations
Specialty - 293 International Law
Educational and Professional Program - International Law

Study year 3 Semestr 6

Number of credits: 5, Language of study: english

Head of the Course

PhD in Economics, Assoc. Prof. of the Department of International Economic Relations Assoc. Prof. Tetyana Buchynska

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Description of the discipline

The purpose of the course is the formation of the necessary level of communicative ability in the spheres of business and professional discourse in the conditions of an intercultural environment in oral and written forms, as well as the development of sustained interest in its content. The study of the discipline "Intercultural Communications" requires a higher level of English language proficiency (level B2, C1), mandatory mastery of the program of the previous stages of the courses, as well as purposeful, persistent work, active interaction and cooperation in practical classes and independent performance individual research task. The task of studying the discipline consists in the formation of students' communicative culture and intercultural competence, in the acquisition of practical English language skills in various spheres of speech activity at the level of business and partnership contacts with native speakers.

The formation of communicative culture involves mastering the language as a means of communication. The formation of intercultural competence is connected with the need for active participation in communication with representatives of different cultures. All of the above should stimulate the development of the skills of adequate speech behavior in business meetings and negotiations, in presentations, speeches and debates. In addition, the task of the course is to develop speaking skills and other professional needs (processing of the latest information, searching for materials from original foreign sources, working with business papers).

Course Structure

| Topic | Training results | Assignments |
|---|---|-------------|
| Topic 1. Cross cultural communications in the 21st century. | Get acquainted with the concept and essence of intercultural communications and their role in today's conditions. Levels and types of communication. Communication process and information transmission channels. Obstacles and obstacles in business communication. Intercultural communication skills as one of the most important soft skills. | Survey |
| Topic 2. Official speeches and reports. | To study the characteristic features and typology of speeches and reports. Requirements for writing conclusions. Visual and auxiliary means. Master the art of delivering a speech: know the main accents; components of a formal report: introduction, main part, conclusion and preparatory stage: planning and verbalization of ideas. | Tests |
| Topic 3. The preparatory stage of the presentation | Master the basic criteria of an effective oral presentation. Be able to select and organize the content of presentation materials. Designing visual aids and advertising leaflets. Commercial Use of Websites. Develop an electronic version of the presentation: selection of colors, fonts and sizes. | Tests |
| Topic 4. Types of presentations, features of presenting a presentation to an audience of different cultures | To master the peculiarities of presenting to an international audience. Be able to prepare an oral presentation. Have the features of a group presentation. Distribution of duties and responsibilities. | Survey |
| Topic 5. Technology of negotiations. Strategies and technologies, types of negotiations and their components. | To know theoretical aspects and be able to demonstrate negotiation skills. Strategies and technologies, types of negotiations and their components. Have knowledge of the ethics of business negotiations and follow them in practice. Master modern negotiation strategies and technologies. | Survey |

| | | |
|---|--|--------|
| Topic 6. Intercultural competence and negotiations at the international level | To master the knowledge of intercultural competence and determine its impact on the participants in the negotiations and the negotiation process. To know the behavior patterns of participants in international negotiations and their dynamics in | Survey |
| Topic 7. Theoretical aspects of conducting debates. Logic and strategy of modern debates. | To know the logic and strategy of modern debates. Master the quality criteria of academic debates. Peculiarities of the preparatory period of the debate. See the advantages and disadvantages of open debate. Master the skills of conducting effective debates the process of conducting negotiations. | Tests |

Recommended sources of information

1. Batchenko L. V., Bondar I. S., Rusavska V. A. Biznes-komunikatsii v mizhnarodnomu menedzhmenti: Navch. pos. K:Lira-K, 2021. 304s.
2. Bystrytskyi Ye., Proleiev S., Zymovets R. Komunikatsiia i kultura v globalnomu sviti. Vyd-vo: Dukh i Litera, 2020. 416s.
3. Erin Meier. Kulturna karta, Bariery mizhkulturnoho spilkuвання v biznesi. V-vo: Nash format, 2020, 224s.
4. Ketrin Stotkhart. Yak znaity spilnu movu. Vpevnenist i kharyzma pry spilkuванні z osobystostiamy riznoho typu. V-vo: KM-BUKS, 2022.
5. Janine Kurnoff, Lee Lazarus, (2021) Everyday Business Storytelling, Create, Simplify, and Adapt A Visual Narrative for Any Audience: Wiley. 278p.
6. John P. Stewart, Don Fulop. (2019). Mastering the Art of Oral Presentations: Winning Orals, Speeches, and Stand-Up Presentations 1st Edition: Wiley. 177p.
7. Joel Peterson, Entrepreneurial Leadership: The Art of Launching New Ventures, Inspiring Others, and Running Stuff Happer Collins Leadership 2020, 225p.
8. J.C. Moore (2018). Time To GIT: Quick Public Speaking Guide Paperback, KenCee Publishers LLC, Conyers, GA. 24p.
9. Prajeet Budhale. (2021). The Golden Book of Business Presentation Skills: Quick and Easy Tips to Make Powerful Presentations: Kindle Edition
10. Raman, Meenakshi & Sangeeta Sharma.(2022).Technical Communication: Principles and Practice. Second Edition. New Delhi: Oxford University Press.

Evaluation policy

- **Policy on deadlines and rescheduling:** Specific deadlines are set for the completion of individual tasks and control measures. Modules are rearranged with the permission of the faculty (institute) directorate if there are good reasons (for example, sick leave).
- **Academic Integrity Policy:** The use of printed and electronic sources of information during control measures and exams is prohibited.

- **Attendance Policy:** Attendance is a mandatory component of the assessment. For objective reasons (for example, quarantine, martial law, illness, foreign internship), training can take place online upon agreement with the course leader.

Evaluation

The final score (on a 100-point scale) in the discipline "Intercultural Communication" is determined as a weighted average value, depending on the specific weight of each credit component:

| Credit module 1 | Credit module 2 | Credit module 3 |
|--|--|---|
| 30 % | 40% | 30% |
| 1. Survey (testing) in classes: 4 topics (1-4 topics) 5 points each - max 20 points. 2. Written work - max 80 points. | 1. Survey (testing) in classes: 3 topics (5-7 topics) 5 points each - max 15 points. 2. Written work - max 85 points. | 1. Preparation of CPIT - max 40 points 2. Defence of CPIT - max 40 points. 3. Participation in trainings - max 20 points. |

Student evaluation scale:

| ECTS | Marks | Content |
|------|--------|---|
| A | 90-100 | excellent |
| B | 85-89 | good |
| C | 75-84 | good |
| D | 65-74 | satisfactorily |
| E | 60-64 | enough |
| FX | 35-59 | unsatisfactory with the possibility of reassembly |
| F | 1-34 | unsatisfactory with a mandatory repeat course |